



U.S. General Services Administration

# Federal Acquisition Service

***Partnering for Solutions That Serve***

National Account Management Strategy Division  
Office of Customer and Stakeholder Engagement  
February 2018

# GSA - Our Mission

The General Services Administration (GSA) was established in 1949 with a purpose of streamlining the administrative work of the federal government



*“The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people.”*

GSA supports our customers by providing government-wide contract vehicles for the procurement of products and services



# GSA Product and Services Offerings

## Products

Building & Industrial  
Electronics & Technology  
Facilities & Supplies  
Furniture & Furnishings  
Law Enforcement, Fire & Security  
Office Equipment  
Office Supplies  
Office Supplies & Equipment FSSI  
Scientific & Medical  
Tools, Paint & Recreational  
Vehicles & Equipment

## Services

About Buying Services  
Energy Services  
Environmental Services  
Facility Management Services  
Furniture Services  
Human Capital Services  
Office Services  
Professional Services  
Security & Law Enforcement  
Technology Services  
Training Services  
Transportation Services  
Travel Services  
Vehicle Buy/Lease Services

# Achieving Acquisition Excellence

GSA strives to exceed acquisition excellence by implementing key strategic objectives that allow the organization to deliver greater savings, increase operational and acquisition efficiency, and improve service to our customers and trusted vendor partners

These objectives further our leadership's vision of

- Becoming an Economic Catalyst
- Being a Proactive Federal Partner
- Increasing Operational Excellence





# White House Initiative on HBCUs



Equally important is GSA's role in assisting federal agencies ability to meet its Historically Black Colleges and Universities (HBCU) goals





# Doing Business With Government

Contracting with federal agencies widens Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) exposure to business opportunities and offers a potential source of increased revenue

- In FY17, 23 HBCU/MIs contracted with various federal agencies generating well over \$3 Million\*
- Primary areas of support services fall under
  - Research and Development
  - Medical Services
  - Administrative and Management Support
  - Education and Training
  - Data Processing
  - Information Technology

# What We Discovered

## Regarding GSA:

- Many HBCUs/MIs have been awarded contracts by individual federal agencies, but they do not hold a GSA Multiple Award Schedule (MAS) contract
- There are approximately 22 colleges and universities that hold GSA contracts (professional services), but not identified as HBCUs/MIs



# GSA Schedules – By The Numbers

- Schedules is a \$33 Billion dollar a year program
- Partner with more than 19,000 commercial suppliers
- Approximately 36 schedules (products and services)
- Professional Services (00CORP) schedule generated roughly \$7,334.1B
  - Includes services such as administrative and support, research and development, education and training
- Information Technology - \$14,180.4B





# GSA Schedules

## GSA Multiple Award Schedules (MAS)

- A government-wide contract vehicle for purchasing commercial products, services, and solutions
- A five year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with three 5-year options – up to 20 years
- Also referred to as a GSA Schedule or a Federal Supply Schedule (FSS)
- Made up of approximately 36 schedules with products and services categorized by Special Item Numbers (SINS)



# GSA's HBCU/MI Initiative – Phase I

## 1. Increase HBCUs/MIs on GSA Schedules

- Access to federal, state, and local government contract opportunities
- Provide HBCUs/MIs with an additional revenue stream
- Target specific HBCU/MI-service areas of opportunity
  - Professional Services, Information Technology

## 2. Engage and Train

- Assist HBCUs/MIs through the GSA schedules contract application process
- Provide no-cost virtual and onsite training
  - Contracting Process
  - Contract Modification Process

- Reporting
- How to market to federal agencies
- Conduct Regional HBCU/MI Industry Days
  - Discuss business opportunity forecasts
  - Gather intelligence on remaining barriers to accessing federal contract opportunities
- 3. Assist other Federal agencies with meeting their HBCU goals
  - WHIHBCU Inter-agency meeting
- 4. Advance and support the goals of the White House Initiative on HBCUs







# Points of Contact

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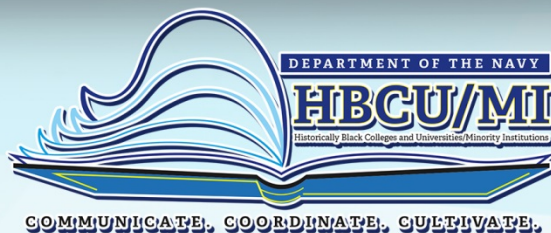
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# Department of the Navy's (DoN) HBCU/MI Program

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[WWW.ONR.NAVY.MIL/HBCU](http://WWW.ONR.NAVY.MIL/HBCU)







# LIMITLESS OPPORTUNITIES







# SUMMER FACULTY RESEARCH PROGRAM

- Provides science and engineering faculty members from institutions of higher education the opportunity to participate in research of mutual interest to the faculty member and peers at U.S. Navy Laboratories for a 10-week period.
- Three levels of appointment are ***Summer Faculty Fellow, Senior Summer Faculty Fellow and Distinguished Summer Faculty Fellow.***





# SABBATICAL LEAVE RESEARCH PROGRAM

- Provides an opportunity for faculty to participate in naval relevant research at a Department of the Navy's (DoN) laboratory or warfare center during the academic school year.
- Appointments are for a minimum of one semester to a maximum of one year. Participants in the Sabbatical Leave Program receive a monthly stipend from the lab or warfare center making up the difference between salary and sabbatical leave pay.





## FACULTY START-UP PROGRAM

- Provides funds to be used in conjunction with existing start-up packages for new, untenured faculty members whose teaching and research impact Department of Defense (DoD) needs in materials science/engineering.
- Each grant (\$200,000 for doctoral/master's institutions; \$100,000 for primarily undergraduate institutions) can be spent over a two year time period.







# NAVAL OPPORTUNITY AWARENESS WORKSHOP

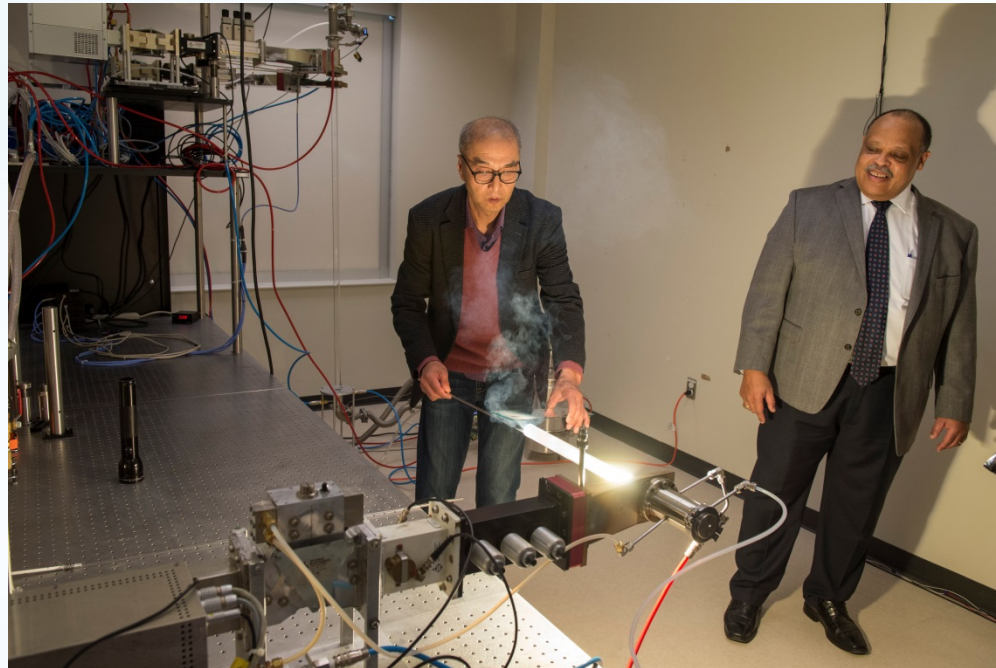
- Promote awareness within HBCU/MI for students, faculty, and administrators about naval programs. Workshop provide program managers, program offices and various other naval agencies a venue to present their S&T/STEM interests for internships, fellowships and research opportunities.
- Annual 2-day workshop held at various HBCU/MIs.





# FUNDING OPPORTUNITY ANNOUNCEMENT (FOA)

- The DoN HBCU/MI Program FOA focus is to increase the quantity and quality of funded grant research opportunities to HBCU/MI's that will contribute to Science and Technology efforts within the Naval Research Enterprise.
- Initial process is the submission of white papers. Selected white papers will be invited to submit a full proposal for consideration of funding.







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## New Ways to Protect Divers in the Deep



Special Operations divers like Navy SEALs take on life-threatening risks such as enemy combatants and harsh environments. But another hazard is silent and unseen — oxygen toxicity, the result of breathing lethal levels of oxygen that occur at depth and pressure.

The Office of Naval Research is sponsoring new research that may protect Navy divers from this deadly threat.

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Program Areas of Responsibility:

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# NRL UNDERGRADUATE INTERNSHIP PROGRAM

- A 10-week student internship program designed to provide opportunities for undergraduate students at HBCU/MIs to participate in research, under the guidance of an appropriate research mentor, at the Naval Research Lab.
- It provides interns an opportunity to conduct "hands-on" doctoral level research with an objective to encourage students to pursue advance degrees and careers in scientific research.





# NAVAIR UNDERGRADUATE INTERNSHIP PROGRAM

- A 6-8 week student internship at that provides an opportunity for students to participate in research in the areas of naval aviation under the guidance of an appropriate research mentor, at participating Naval Air Systems Command laboratories.
- There are 8 participating sites: ***China Lake, CA; Point Mugu, CA; North Island, CA; Jacksonville, FL; Orlando, FL; Patuxent River, MD; Lakehurst, NJ and Cherry Point, NC.***







# CYBER SECURITY/INFORMATION ASSURANCE PROGRAM & INTERNSHIP

- Computer science engineering students attending the nation's HBCU/MI's compete for the opportunity to participate in a 6-7 month program where they work together and in teams, directly with the DoN's Space and Naval Warfare (SPAWAR) technical professionals on mission-critical cyber-related initiatives.
- Interns will be directly involved in cybersecurity and information assurance research projects that enable the cyber mission force through current analysis methodologies, training, and research and development of new IA tools





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